

# dinHMS-gruppen

**dinHMS-gruppen uses cloud-based proposal software XaitPorter to get an edge over their competition**

XaitPorter allows dinHMS-gruppen to avoid manual formatting of documents and ensures that all their content is readily available to everyone in their organization. Co-authoring and automation functionality has cut costs, complexity and time needed to produce their bids and proposals.

## Who is dinHMS-gruppen?

dinHMS-gruppen (English translation: yourHSE Group) is a nationwide occupational health services provider assisting Norwegian companies in their efforts to implement targeted measures to prevent illness, injury and sick leave, and to promote a healthy and thriving workplace environment.

dinHMS-gruppen offers a wide range of practical tools and online solutions that help simplify and optimize organizations' preventive health, safety and environmental standards.

An expert network comprising of four subsidiary companies, dinHMS-gruppen consists of more than a hundred highly skilled OHS professionals around the country.

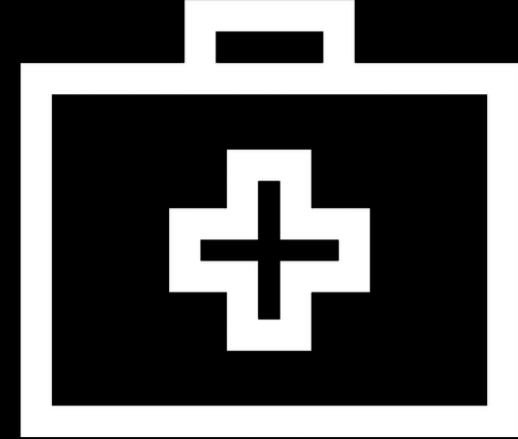
Pål Lillebø, CEO at dinHMS, shares with us how they have leveraged XaitPorter to remove process inefficiencies and ensure consistent quality across their business documents.



**"After adopting XaitPorter, we have won quite a few contracts with public authorities, and to us, it's obvious that the tool greatly contributed to the end result."**

Pål Lillebø, CEO at dinHMS

**dinHMS**  
LANDSDEKKENDE BEDRIFTSELSETJENESTE



## The challenge: Manually editing, formatting, and numbering

Like so many organizations today, dinHMS-gruppen relied on manual processes and Word to manage content and achieve consistency in and across their business-critical documents.

Unsurprisingly, this check-in/check-out system hampered their ability to do so. They were battling version control, and hassling with formatting layers and numbering. It all added up to wasted time and undue risk.

Lillebø explains:

**- With Word, we had to break the document into sub-documents, assigning responsibilities to each part. This led to a fragmented and serial production process. Co-authors didn't really work on the same document in real time. Each person had to work on it one at a time and then email it to the next person in line, so that they could do their part. This made it hard to keep track of the original content and manage the many different versions.**

This is exactly the point where project managers begin to lose control and encounter the dreaded time vacuum of manually editing, formatting, and numbering.

Getting all those stubborn tables to sit straight, composing the images and graphs, adjusting the table of contents, checking the bulleting and numbering. It's a pain.

Then, towards the end of the process, the person responsible for compiling the document needs to collate a variety of files, generate the document, and ensure that the formatting and layout is consistent.

**- The various sub-documents being handed in by our contributors were inconsistent in terms of fonts, layout, numbering, everything, and we had to do some serious cut and paste to get a consistent layout in the final document.**

## File sharing wastes time and opportunities

Version tracking issues and problems compiling multiple formats and parts into one consistent document often result in caffeine-fueled all-nighters to meet deadlines. This was the case for dinHMS-gruppen, as well.

**- Using Word to create our proposals and other business-critical documents didn't enable us to simultaneously assign roles and responsibilities to individual members of our team. Pulling an all-nighter the day before submitting the proposal was no rare occurrence...**

File sharing can lead to expensive mistakes, and wasted business opportunities. For dinHMS-gruppen, using Word not only wasted precious time, it tended to steal the focus every proposal team needs to be able to put together a winning proposal.

Consequently, dinHMS-gruppen realized they needed a different, more strategic and secure tendering process.

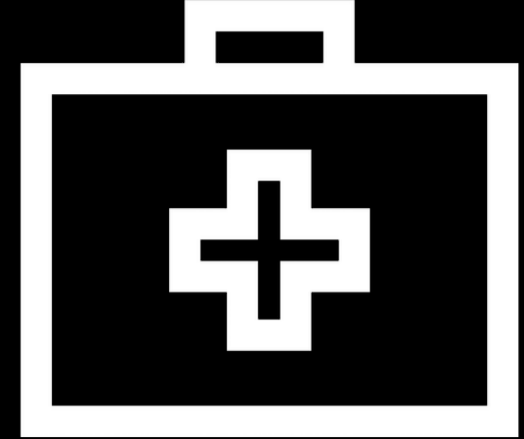
## The solution: XaitPorter and automatic formatting

How did dinHMS-gruppen become aware of XaitPorter?

**- One of our major clients told us about this proposal tool during an executive training program. We took a closer look at the solution, and immediately knew this was what we needed to solve our proposal process issues.**

For many organizations, implementing a new software solution carries with it a number of challenges. Inconsistent or inadequate training is typically one of them, and can be a major setback for any software implementation project. What did dinHMS-gruppen's implementation project look like?

**- It was smooth sailing. Xait provided web-based training to all our staff members who were going to use the system. Each new employee that has come aboard along the way has received the same training.**



The user experience is part of why XaitPorter helps teams become more efficient:

**- It's an intuitive system that's easy to use and learn. What's more, the fact that it's web-based eliminates the need to install and maintain software. You simply access it via the Internet, freeing yourself from complex software and hardware management.**

dinHMS-gruppen consists of four different subsidiary companies located at various locations throughout the country. Key features such as detailed workflow, task management, and consistent formatting solidified XaitPorter as the perfect fit for the network of OHS professionals.

**- Each company within our corporate group has its own profile template, allowing us to deliver proposals individually in our local geographic area, using our own template, and nationwide, using our joint dinHMS-gruppen profile template.**

Being able to automatically take care of formatting, layout and numbering in accordance with their brand identity guidelines enables their proposal team to focus on what really matters – the content.

## Results: Consistent quality output

Fussing with Word formatting issues and serial processes were key drivers behind dinHMS-gruppen's decision to move to a solution that kills the complexity of creating large business documents. Has using XaitPorter simplified their proposal management process?

**- Absolutely. On the one hand, getting everything into an all-in-one platform, with a joint layout and design, makes everything look more professional. On the other, the solution makes it easier to operate at different geographic locations. We can easily delegate tasks to the right people for each section, and assign deadlines. And even though we are located in different cities, everyone can work on the same document at the same time, from wherever they are. The result is clearly defined responsibilities, and a streamlined process.**

Automatic formatting has made all the difference, according to Lillebø:

**- Nobody needs to worry about formatting anymore – it takes care of itself, really!**

## The benefits of reusing content

As any proposal team manager knows, the fastest way to produce bids and proposals is to rely upon, reference, and reuse pieces of optimised content. XaitPorter has allowed dinHMS to do just that – easily reuse pre-approved and vetted content across multiple documents.

**- Each time we created a proposal using Word, we would spend a lot of time manually searching for past content. Then, manually adjusting names and details in templates or fighting with formatting and numbering as we correlated.**

Leveraging an immediately available and reusable content repository has removed these process inefficiencies.

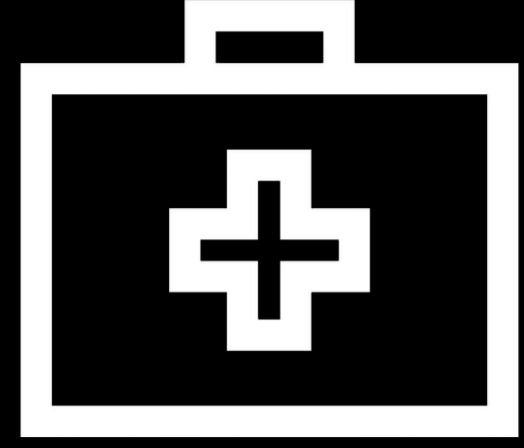
**- Nowadays, we can easily access and select various process descriptions to reuse in our next proposal. This saves us a lot of time and energy.**

Lillebø continues:

**- Today, for instance, a client approached us, wondering if we were able to retrieve a revised proposal submitted a year ago. We simply logged onto Porter, selected it, and shared it with them. Simple as that. The client actually pointed out how quickly we were able to deliver it. "You're obviously well organized!" In the past, content was dispersed across emails, PCs and folders here and there. Today, everything is in one place, ready made.**

## Demonstrable return on investment

Since adopting XaitPorter, it's safe to say dinHMS-gruppen is pleased with their results. The organization as a whole is better able to manage the creation, maintenance and application of content across their live documents.



**- Using XaitPorter has helped us spend considerably less time creating large and complex documents. We can focus more on getting the content right, both in terms of differentiating ourselves and presenting a proposal that exudes quality. This gives us an edge over our competition, which in turn makes us more likely to end up in the winning pile.**

Pål Lillebø and his team see a direct correlation between using an enterprise-grade proposal solution and winning more business:

**- After adopting XaitPorter, we have won quite a few contracts with public authorities, and to us, it's obvious that the tool greatly contributed to the end result.**

The CEO sums it up:

**- Clients have also remarked that our proposal was the most professional one they received, and that's a pretty cool feedback to get. In fact, one client informed us that we were the only bidder presenting the proposal in one document, without a bunch of appendices.**



### Want to see how it works?

You can schedule a free presentation of **XaitPorter™** with one of our experts today.

**Get started**